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**SUCCESS**

# Roadmap to Financing & Procurement in a COVID-19 Environment



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U.S. Department of Health & Human Services



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# **“A Window Into Business Opportunities During a Pandemic”**

Schuyler T. Eldridge, IV, Assistant Secretary for Preparedness  
and Response (ASPR)



# "A Window Into Business Opportunities During a Pandemic"

Schuyler T. Eldridge, IV, Assistant Secretary for Preparedness and Response (ASPR)

## Schuyler T. Eldridge IV

Head of Contracting Activity

Director of Acquisitions, Assistance Policy and Program Oversight (DAAPP)

Office of the Assistant Secretary for Preparedness and Response (ASPR)

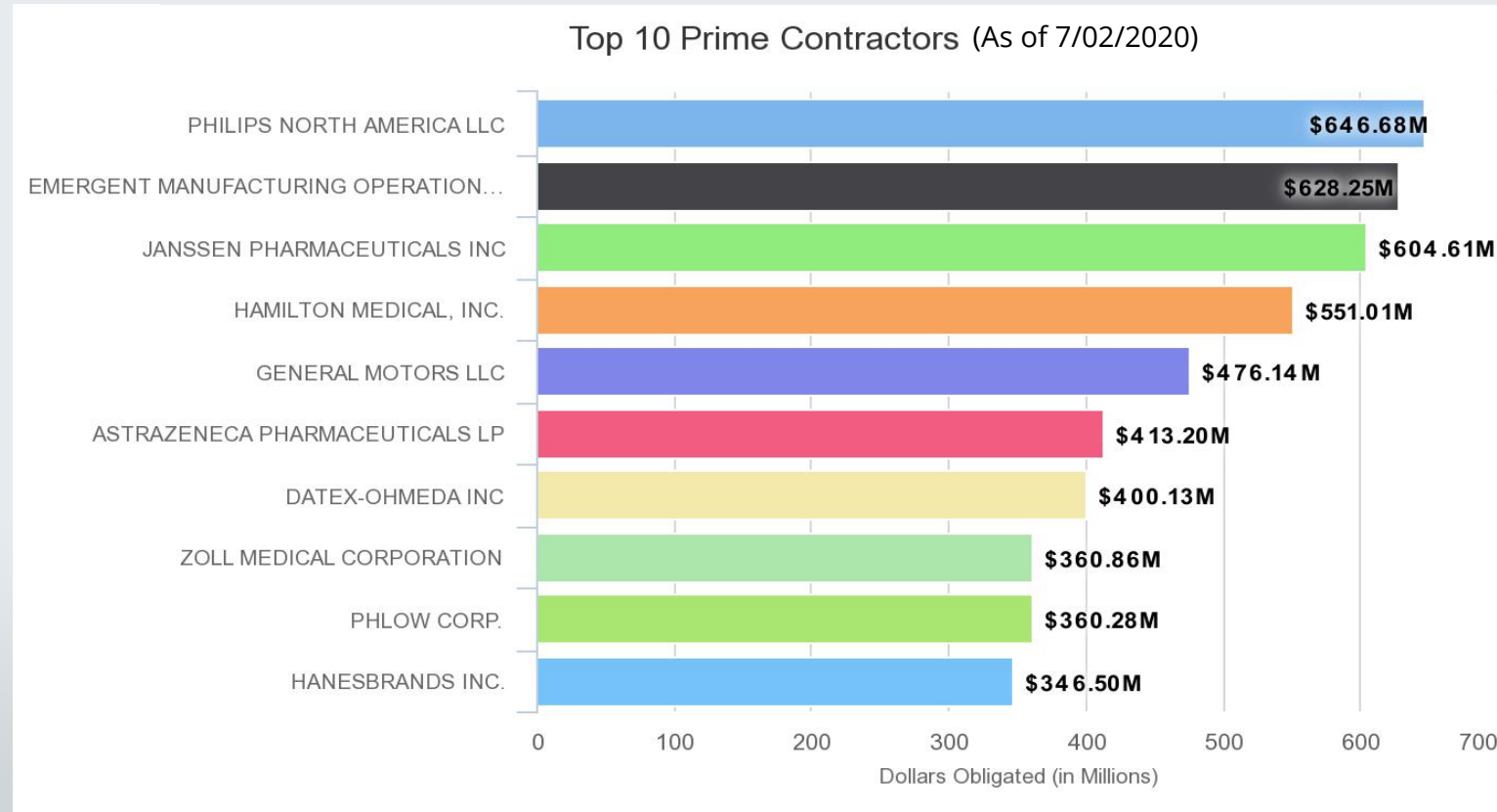
U.S. Department of Health & Human Services

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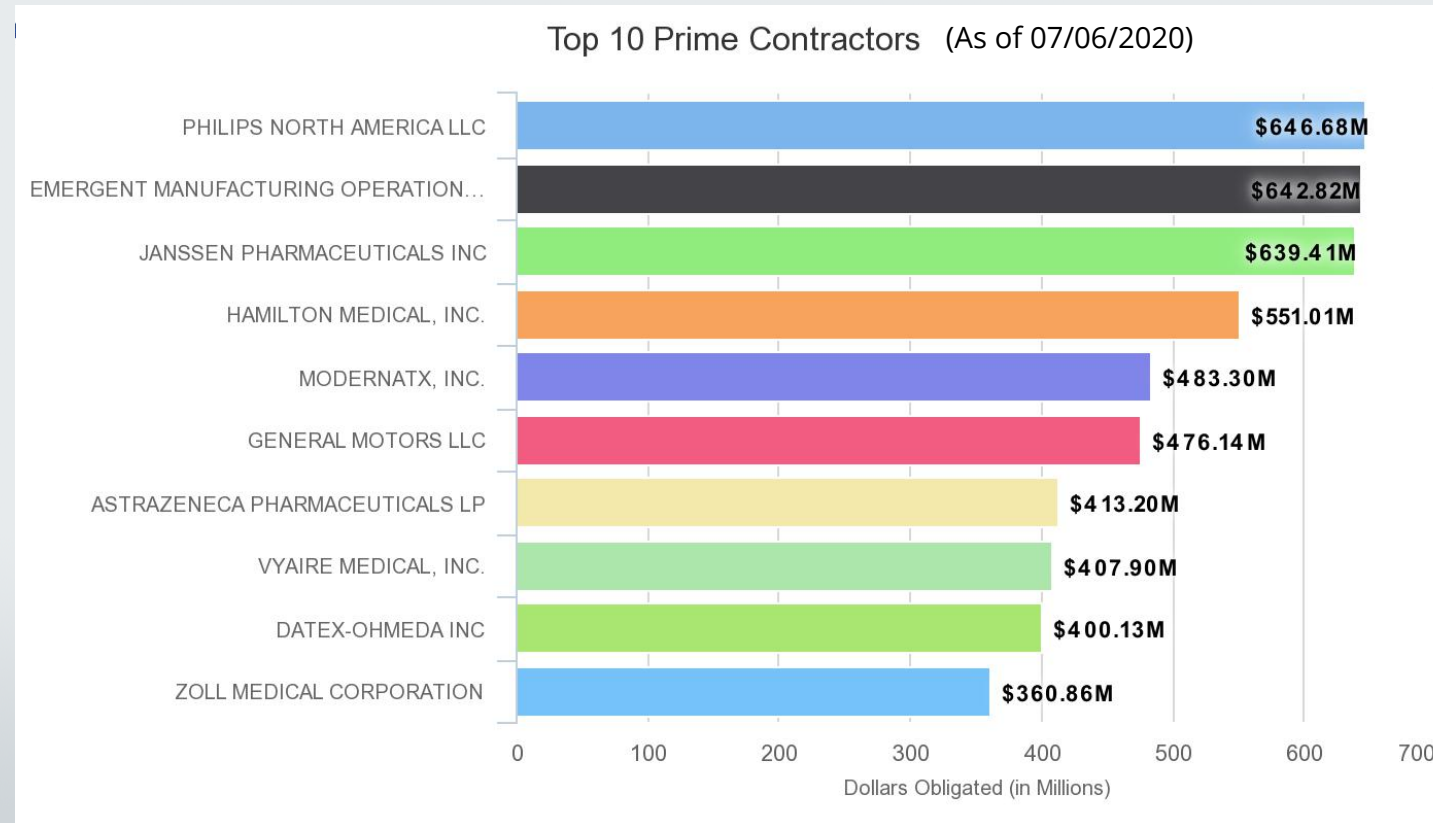




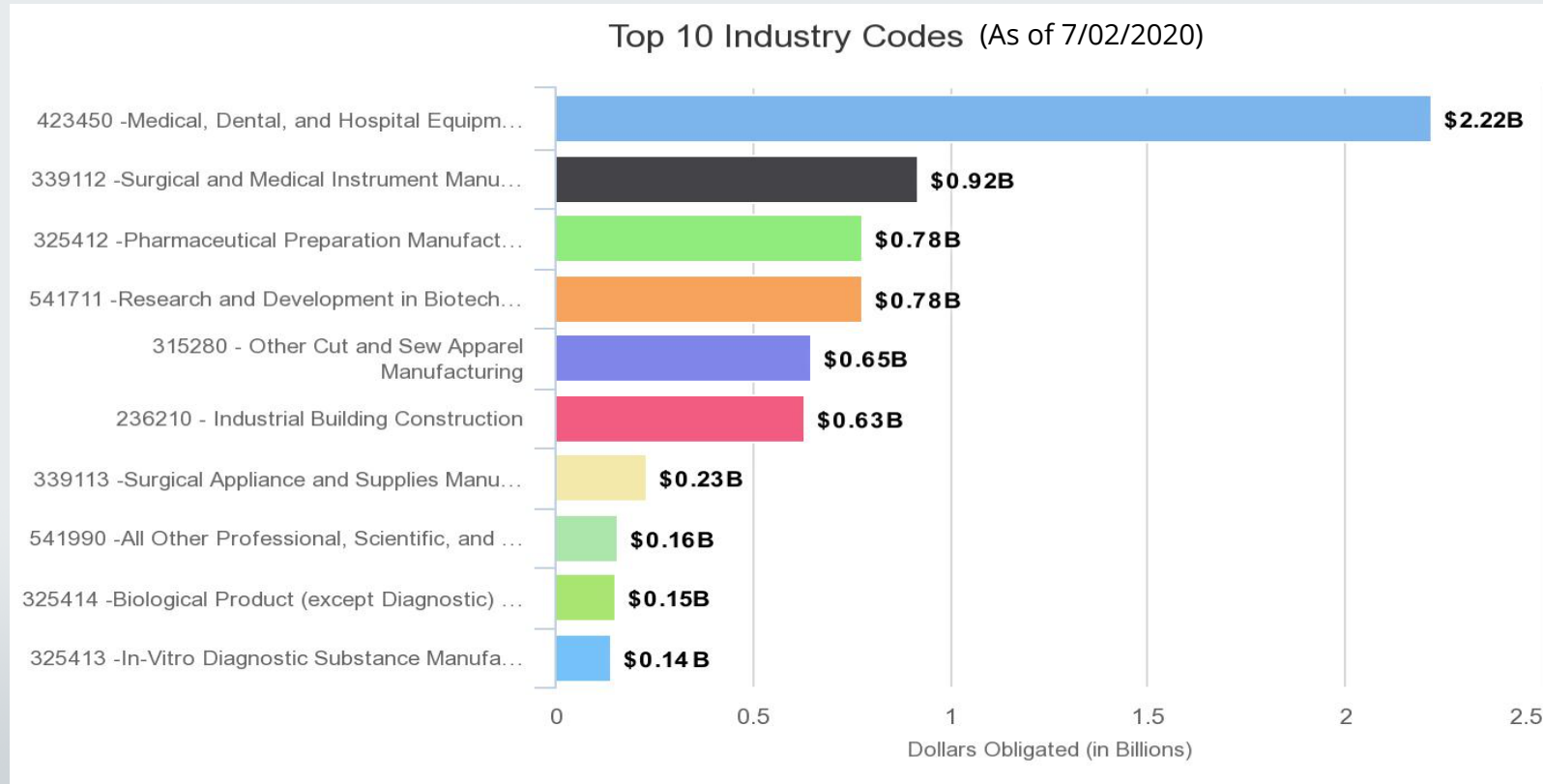
# ASPR FY 2020 COVID-19 Procurements



# ASPR FY 2020

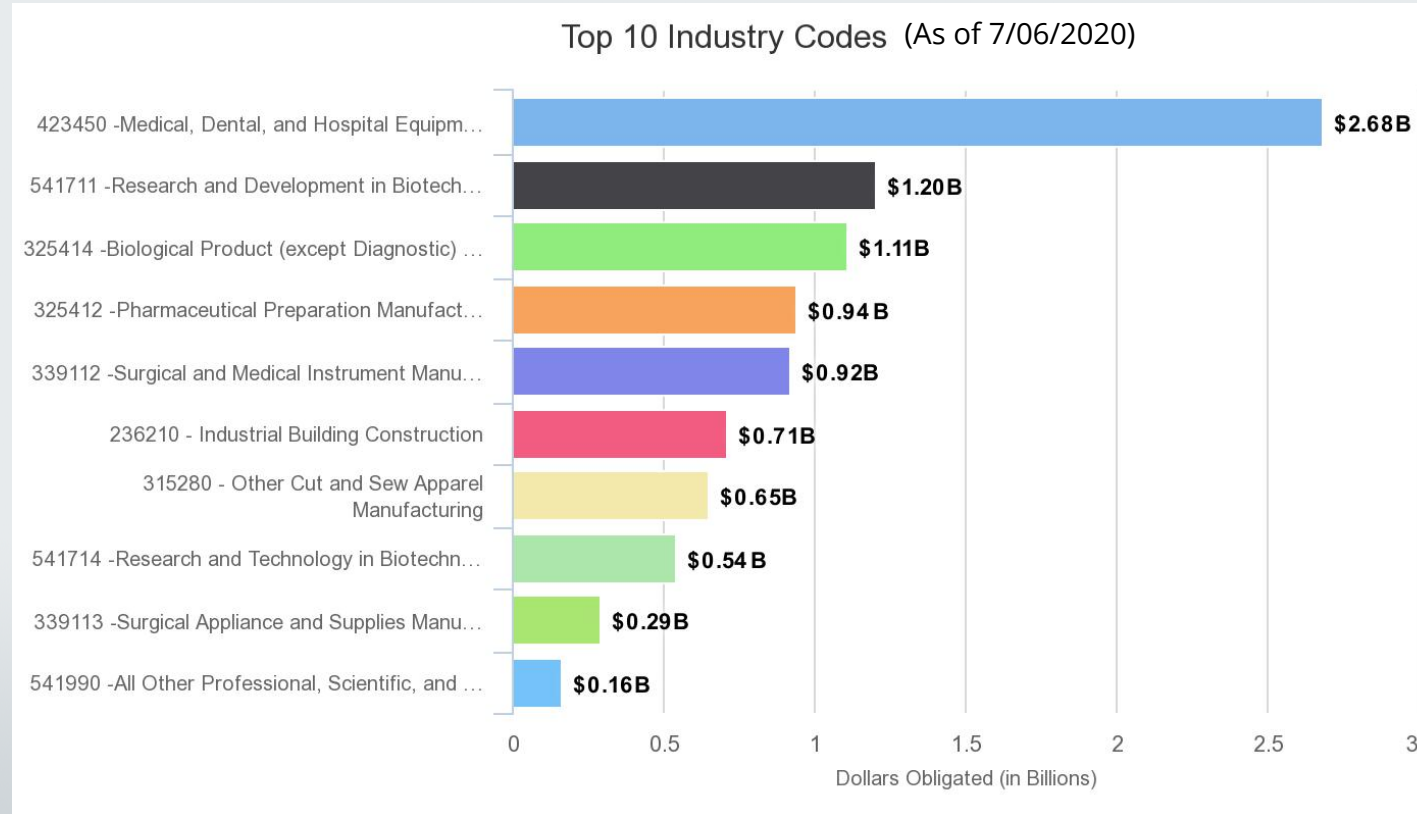


# ASPR FY 2020 COVID- 19 Only





# ASPR FY 2020



# Primary Methods for Acquisition Solutions

- Broad Agency Announcements (BAA)
  - BARDA BAA: BAA-18-100-SOL-00003  
ref: <https://www.phe.gov/about/amcg/BARDA-BAA/Pages/default.aspx>
  - DRIVE EZ BAA: [BAA-20-100-SOL-0002](https://drive.hhs.gov/partner.html) [under \$749K]  
ref: <https://drive.hhs.gov/partner.html>
  - ASPR NEXT BAA: BAA\_19\_ASPR\_NEXT\_SOL\_75A50119R00044  
ref: <https://www.phe.gov/ASPRNext/Pages/default.aspx>
- Government Point of Entry (previously FedBizOpps): <https://beta.sam.gov/>
- Unsolicited Proposals (FAR Subpart 15.6)



# Opportunities for Networking/Development

**BARDA Industry Day:** Annual 2-day event. Learn about U.S. Government medical countermeasure priorities, interact with BARDA and ASPR staff, and network with public and private sector colleagues working in this space. Announced via <https://www.medicalcountermeasures.gov/>

**BARDA TechWatch Meetings:** If your company is developing a medical countermeasure or platform technology to combat chemical, biological, radiological, or nuclear threats, pandemic influenza or other emerging infectious diseases, you can get insights and strategic advice from HHS/ASPR Biomedical Advanced Research and Development Authority (BARDA) at a TechWatch meeting. BARDA TechWatch meetings are an opportunity to introduce your company's proposed solution that may meet one or more of BARDA's current priorities, and are the beginning of an important dialogue.

<https://www.phe.gov/about/barda/Pages/BARDA-techwatch-Mtgs.aspx>





# Opportunities for Networking/Development (con't)

All Small Mentor-Protégé Program: Protégés can get valuable business development help from their mentors in several areas, including:

- Guidance on internal business management systems, accounting, marketing, manufacturing, and strategic planning
- Financial assistance in the form of equity investments, loans, and bonding
- Assistance navigating federal contract bidding, acquisition, and performance process
- Education about international trade, strategic planning, and finding markets
- Business development, including strategy and identifying contracting and partnership opportunities
- General and administrative assistance, like human resource sharing or security clearance support

Mentors and protégés in the All Small program can form joint ventures. These joint ventures would qualify for set-aside contracts that the small business is eligible for, including contracts set aside for veteran-owned, women-owned, and HUBZone businesses.

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/all-small-mentor-protege-program>



# **“Supporting Small Businesses and Indian Small Business Economic Enterprises in Indian Country”**

Santiago Almaraz

Indian Health Services (IHS)



# “Supporting Small Businesses and Indian Small Business Economic Enterprises in Indian Country”

Santiago Almaraz, Indian Health Services (IHS)

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# IHS Mission & Goals

- **Mission:** To raise the physical, mental, social, and spiritual health of American Indians and Alaska Natives to the highest level
  - IHS is the agency within the Department of Health and Human Services that is responsible for providing health care services to American Indians and Alaska Natives
- **Goal:** To ensure that comprehensive, culturally acceptable personal and public health services are available and accessible to American Indian and Alaska Native people



# Agency Priorities

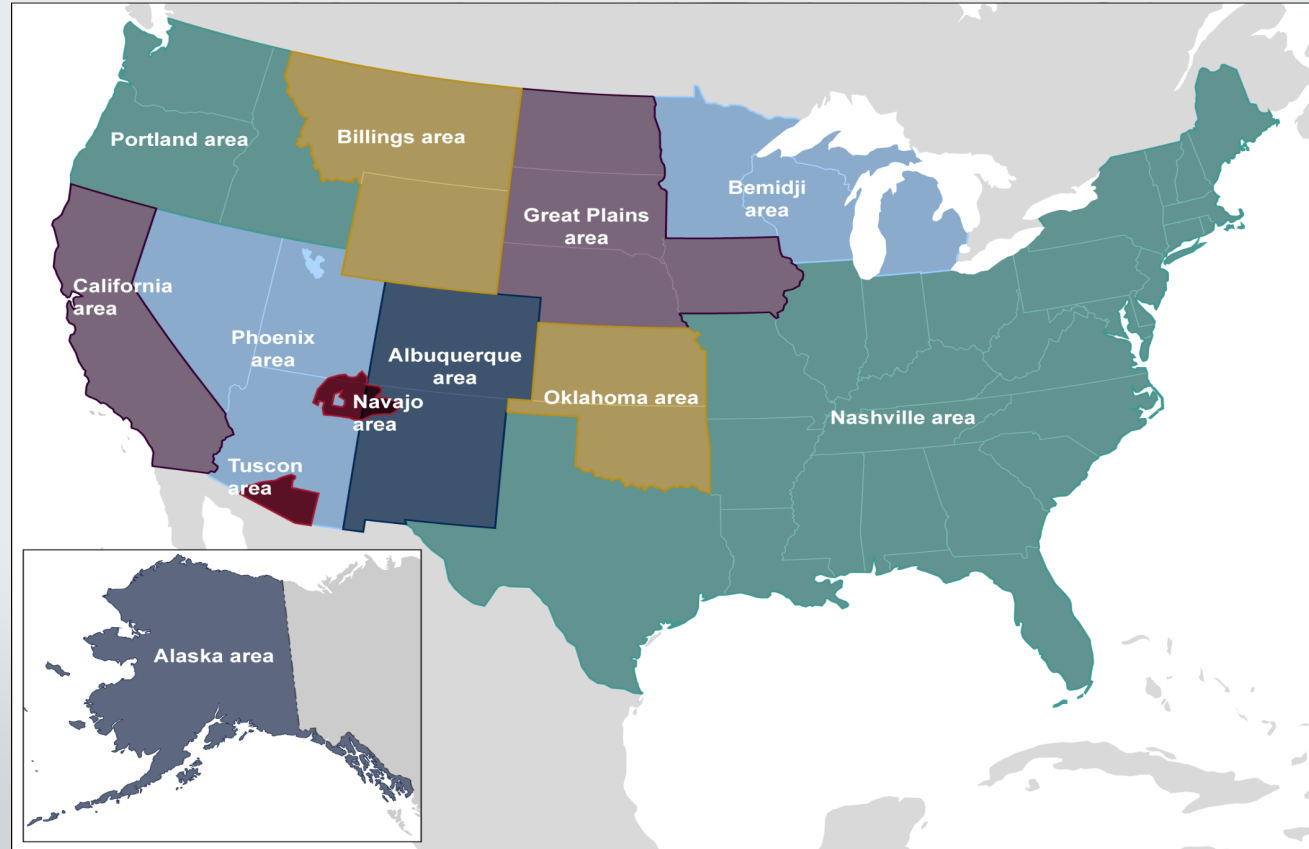
- Renew and strengthen our partnerships with Tribes and Urban Indian Health Programs
  - Uphold the Federal Government's obligation to promote healthy American Indian and Alaska Native people, communities, and cultures
- Improve the quality of and access to care
  - Our patients are our first priority. Quality health care reduces disparities and promises a future that assures excellence for our patients across the IHS system
- Ensure that our work is transparent, accountable, fair, and inclusive



# Organization

- IHS services are administered through a system of 12 Area offices and 170 IHS and tribally managed service units
  - **Direct health care services**  
IHS owns and operates facilities that provide direct patient care services.
  - **Tribally-operated health care services**  
IHS transfers a share of its appropriated funding to tribes who elect to administer their own health care programs, functions, services, and activities. Some tribes have a combination of direct care from IHS and tribally managed programs
  - **Urban Indian health care services and resource centers**  
IHS contracts with eligible non-profit organizations to provide health care services to American Indians and Alaska Natives who are not able to access IHS direct services or tribally operated programs

# IHS 12 Area Offices







# IHS Acquisition

- The IHS Division of Acquisition Policy (DAP) mission is to **support the highest quality health care possible** by ensuring that customer requirements are met in a timely, credible, professional and accountable manner, while meeting statutory, federal and internal control requirements
- DAP strives to create and implement strategies to **maximize the effectiveness, efficiency, and responsiveness of the acquisition process** through Department-wide leadership in the areas of policy development, training, and support
- DAP **promotes partnerships with contractors and the general public by ensuring the transparency of IHS's procurement processes** while maintaining the highest level of public trust, integrity, ethical standards, and compliance with Federal and Health and Human Services (HHS) procurement regulations and policies



# IHS Acquisition Organizational Structure

- HEADQUARTERS DIVISION OF ACQUISITION POLICY (ROCKVILLE, MD)
  - IHS acquisition policy oversight
  - Procurement operations for HQ requirements
- AREA OFFICES
  - Twelve total; all located west of the Mississippi except for Nashville
  - Each has a Chief Contracting Officer (CCO) responsible for oversight of Area procurement operations
- SERVICE UNITS
  - Number and type (tribal/direct) varies by area
  - Most have purchasing agents or Contracting Officers
- CONSTRUCTION
  - Dallas and Seattle Offices
  - Architect-Engineering and Construction for new construction, major renovation projects, and maintenance and improvement of existing facilities



# Doing Business With The IHS

- Under authority of the Buy Indian Act (25 USC 47), IHS provides opportunities for Indian-owned and controlled businesses
  - IHS must use negotiated authority under the Act to give preference to Indians whenever the use of that authority is authorized and practicable
- IHS also provides opportunities for small businesses including:
  - Small disadvantaged business, woman-owned small business, veteran-owned small business, service-disabled veteran-owned small business and HUBZone small business

# What We Buy

- IHS procures services, goods, and supplies to support federal activities and projects. These purchases include but are not limited to:
  - Medical, surgical, and dental equipment and supplies;
  - Pharmaceuticals, drugs, and intravenous solutions;
  - Computer hardware and software;
  - Office equipment and supplies;
  - General, special, and rehabilitative medical services;
  - Training and technical assistance;
  - Construction, renovation, and repair of building and infrastructure systems;
  - Maintenance and repair of computer and office equipment;
  - Management consulting and advisory services



# Acquisition Strategies

- Buy Indian Act (25 USC 47)
  - Eligibility
    - The business must be an Indian Economic Enterprise (IEE). A for-profit business that is at least 51 percent Indian/Indian Tribe owned.
    - The IEE owners must be members of a federally recognized Indian tribe or Alaska Native village
    - The IEE must manage the contract
    - The Indian or Indian Tribe must receive majority of the earnings from the contract
    - The Indian or Indian Tribe must control the daily business operations



# Acquisition Strategies

- GSA Federal Supply Schedules (FSS)
- Government Wide Acquisition Contracts ( 8(a) STARS II, CIOSP3 (SB), Alliant SB, NASA SEWP)
- Open Market
  - Single award contracts
  - Multiple award contracts (utilizing task and delivery orders)
  - Purchase orders
- Assisted Acquisitions. IHS currently has agreements with GSA, DOI IBC, NITAAC and others



# IHS Small Business Stats: Overview

- FY 19 Total Small Business Eligible Dollars
  - \$1,029,135,747.30
- FY 19 Total Small Business Dollars Spent
  - \$326,638,037.72
- FY 19 SB Goal Achievement: 31.74%
  - (FY19 IHS established goal: 37%)



# IHS Small Business Stats: Overview

- FY 20 Total Small Business Eligible Dollars (as of July 6, 2020)
  - \$581,786,940.88
- FY 20 Total Small Business Dollars Spent (as of July 6, 2020)
  - \$233,786,379.00
- FY 20 SB Goal Achievement: 40.18%
  - (FY20 IHS established goal: 35%)





# Forthcoming Contract Opportunities

Description	Current Contract Number	Follow-on Contract Fiscal Year	RFP Issuance (Est.)	NAICS Code
UFMS / PRISM Financial System Support Services	HHSI236201400069G	2021	FY20 4TH QTR	541990 All Other Professional, Scientific, and Technical Services
IHS Network Operations and Support Center (NOSC) Support Services	FY20 HHSI236201600009C	2021	FY21 2ND QTR	541519 Other Computer Related Services
A-123 Federal Managers' Financial Integrity Act (FMFIA) Support Services	HHSI236201500045G	2021	4TH QTR	541611 Administrative Management and General Management Consulting Services
IHS Resource and Patient Management System (RPMS) Software Engineering Support Services	HHSI236201600006C	2022	FY21 4TH QTR	541519 Other Computer Related Services
Software License and Maintenance Services for the RPMS Database Management Solution	HHSI236201600009W	2021	FY21 2ND QTR	541519 Other Computer Related Services



# **“Coping with COVID-19, SBA’s Resources to Help Small Business”**

Antonio Doss

U.S. Small Business Administration (SBA)



# "Coping with COVID-19, SBA's Resources to Help Small Business"

Antonio Doss, U.S. Small Business Administration (SBA)

## **Antonio Doss**

District Director

U.S. Small Business Administration (SBA)

Washington Metropolitan Area District Office (WMADO)





# **“Doing Business with FAA”**

Cigifredo A. Ortiz, Jr. (Tony)

Federal Aviation Administration (FAA)





## "Doing Business with FAA"

Cigifredo A. Ortiz, Jr. (Tony), Federal Aviation Administration (FAA)

### **Cigifredo A. Ortiz, Jr. (Tony)**

Management/Program Analyst

Federal Aviation Administration (FAA)

Eastern Service Area

College Park, GA





# Small Business Development Program Group Responsibilities

- Establish FAA-wide Program Policy & Guidance
- Set annual direct contract & subcontracting goals for the following:
  - Small businesses
  - Women-owned small businesses
  - Controlled by socially & economically disadvantaged individuals
  - Service-disabled veteran-owned small businesses
- Establish mechanisms for monitoring & evaluating Program effectiveness
- Ensure FAA-wide implementation & accomplishment of Program objectives



# Small Business Goals

- Small Business Overall: **25%**
- 8 (a) Small Business: **10%**
- Woman-Owned Small Business: **5%**
- Service Disabled Veteran Owned Small Business: **3%**



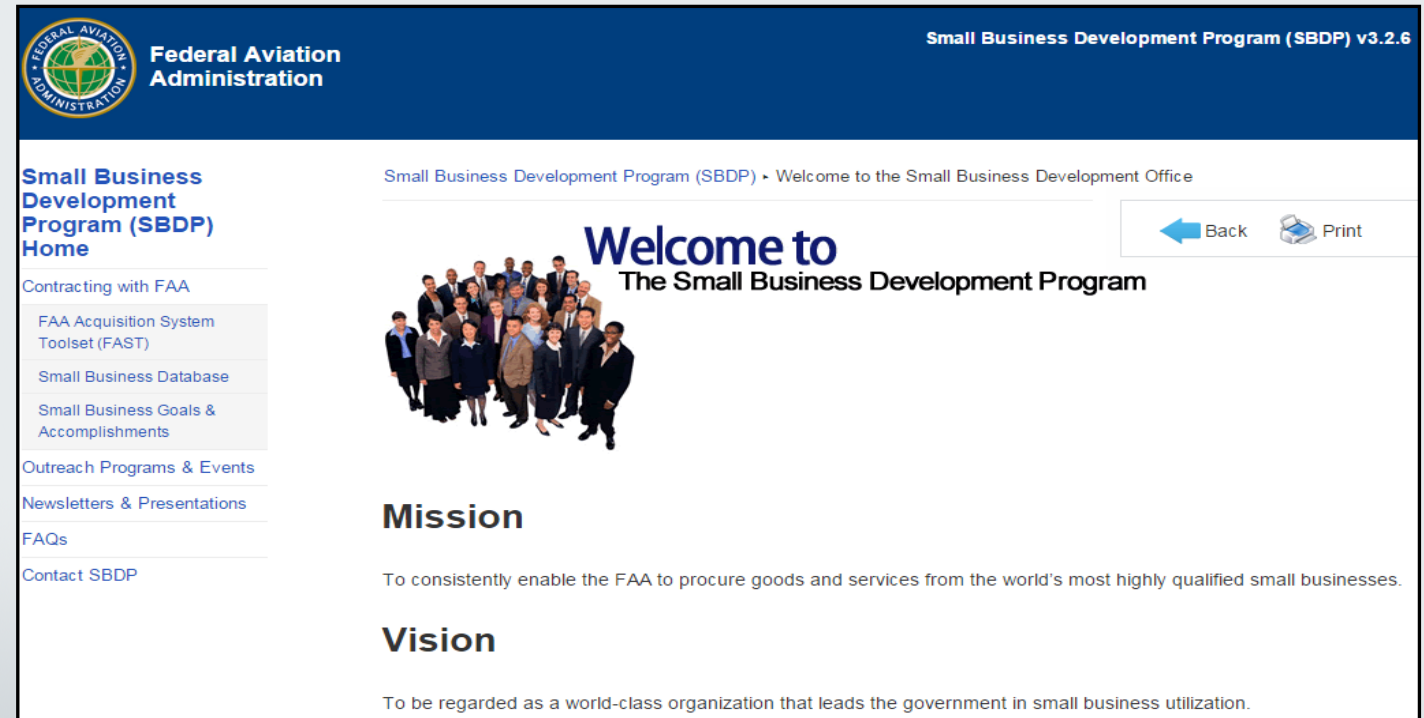
# Service-Disabled Veteran-Owned Small Business

- SDVOSB's will need to be registered in the following database system prior to award - <http://www.vip.vetbiz.gov>



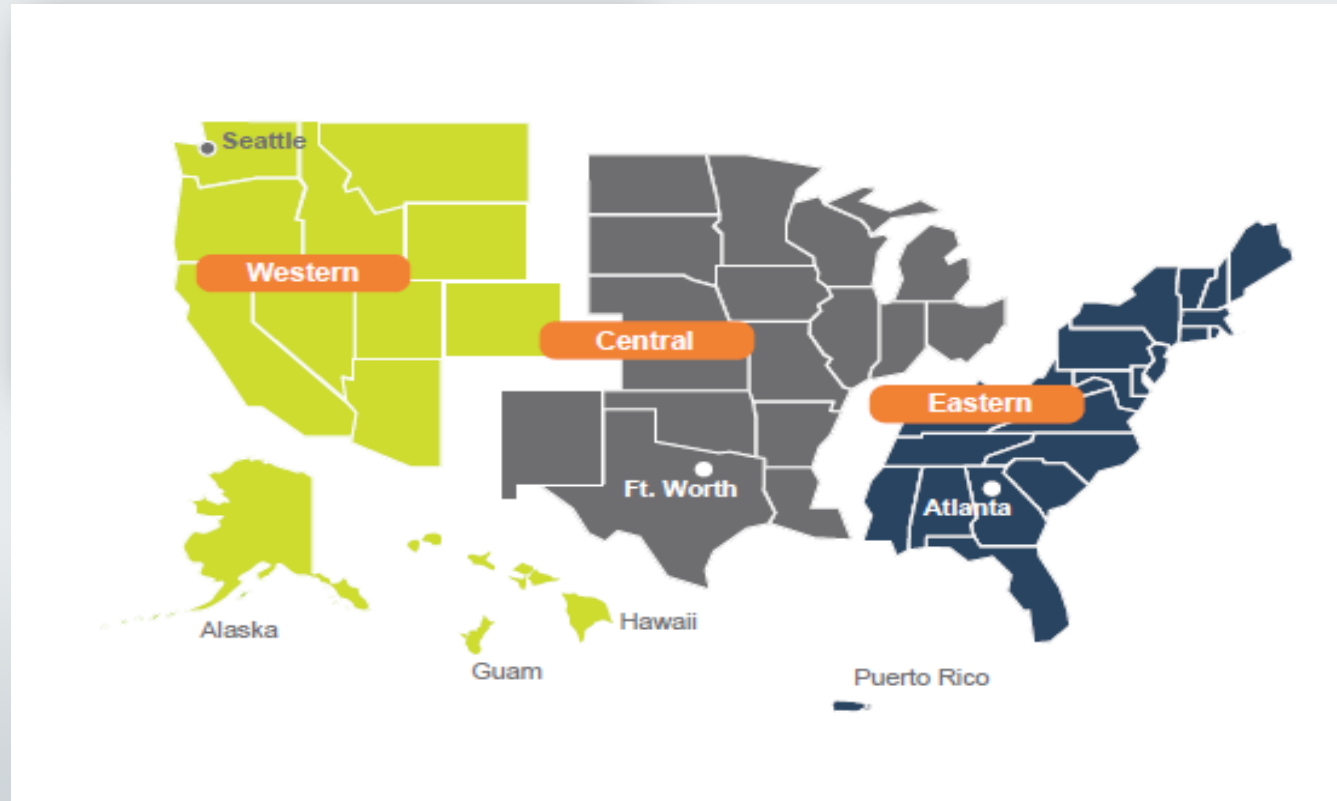
# Small Business Development Website

- <http://www.sbo.faa.gov>



The screenshot shows the homepage of the Small Business Development Program (SBDP) website. The header is dark blue with the Federal Aviation Administration (FAA) logo on the left and the text "Small Business Development Program (SBDP) v3.2.6" on the right. Below the header, the left sidebar contains a "Small Business Development Program (SBDP) Home" section with links to "Contracting with FAA", "FAA Acquisition System Toolset (FAST)", "Small Business Database", "Small Business Goals & Accomplishments", "Outreach Programs & Events", "Newsletters & Presentations", "FAQs", and "Contact SBDP". The main content area features a "Welcome to The Small Business Development Program" heading, a group photo of staff, and sections for "Mission" and "Vision". The "Mission" statement is "To consistently enable the FAA to procure goods and services from the world's most highly qualified small businesses." and the "Vision" statement is "To be regarded as a world-class organization that leads the government in small business utilization." Navigation links for "Back" and "Print" are visible in the top right of the main content area.

## Where We Are





# What We Buy

- Construction
- Services
- Supplies



# “How to Do Business with GSA”

Chasity Ash

General Services Administration (GSA)





# "How to Do Business with GSA"

Chasity Ash, General Services Administration (GSA)

## Chasity Ash

Lead Small Business Technical Analyst  
Office of Small Business Utilization  
General Services Administration (GSA)





Thank You!



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**OSDBU**  
U.S. Department of Health & Human Services



**SAMHSA**  
Substance Abuse and Mental Health  
Services Administration



**U.S. FOOD & DRUG**  
ADMINISTRATION

ADMINISTRATION FOR  
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